

EXHIBIT 11

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US DISTRICT COURT SDNY

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August 30, 2024

By Hand

The Honorable Louis L. Stanton
United States District Judge for the
Southern District of New York
500 Pearl Street
New York, New York 10007

Re: Chanel, Inc. v. WGACA, LLC et al., Case No. 18-cv-2253 (LLS)

Dear Judge Stanton:

We represent the plaintiff Chanel, Inc. ("Chanel") in the above-referenced matter and respectfully write to provide the Court with courtesy copies of the following items:

(1) **A Chart and Universal Serial Bus ("USB") Stick with Chanel, Inc.'s Phase I and II Exhibits:** A chart and USB containing the exhibits that were admitted into evidence at Phases I and II of the Trial (We would be happy to provide the Court with binders containing these exhibits if this would be of assistance); and

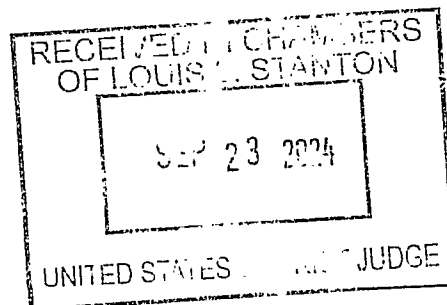
(2) **A Chart and USB Stick with Chanel, Inc.'s Phase I Video Clips:** A chart and USB containing the video clips that were played at Phase I of the Trial.

We respectfully thank the Court for its attention to this matter.

Respectfully submitted,

Theodore C. Max

TCM:tm
Enclosures
cc: Counsel for WGACA (By Hand)



Chanel, Inc. v. WGACA et al.
Case No. 1:18-cv-02253 (LLS) (SDNY)

Index of Deposition Video Clips Played During Trial – Phase I

Video Clip No.	Trial Tr. Date	Trial Tr. Page	Witness
1	1/19/24	876	Shaughnessy
6	1/19/24	880	Shaughnessy
7	1/19/24	889	Shaughnessy
8	1/19/24	891	Shaughnessy
9	1/22/24	960	Parker
11	1/22/24	969	Parker
12	1/22/24	978	Parker
13	1/22/24	984	Parker
14	1/22/24	1007	Parker
15	1/22/24	1047	Rubin
16	1/22/24	1050	Rubin
17	1/22/24	1051	Rubin
18	1/22/24	1060	Rubin
19	1/22/24	1061	Rubin
20	1/22/24	1069	Rubin
21	1/22/24	1070	Rubin
22	1/22/24	1071	Rubin
23	1/22/24	1073	Rubin
26	1/23/24	1094	Rubin
28	1/23/24	1103	Rubin
29	1/23/24	1103	Rubin
31	1/23/24	1110	Rubin
32	1/23/24	1113	Rubin
33	1/23/24	1136	Rubin
34	1/23/24	1138	Rubin
35	1/23/24	1145	Rubin
36	1/23/24	1146	Rubin

Chanel, Inc. v. WGACA et al.

Case No. 1:18-cv-02253 (LLS) (SDNY)

Index of Deposition Video Clips Played During Trial – Phase I

Video Clip No.	Trial Tr. Date	Trial Tr. Page	Witness
37	1/23/24	1210	Bober
38	1/23/24	1212	Bober
39	1/23/24	1213	Bober
40	1/23/24	1213	Bober
41	1/23/24	1218	Bober
42	1/23/24	1219	Bober
43	1/23/24	1222	Bober
44	1/23/24	1222	Bober
45	1/23/24	1222	Bober
46	1/23/24	1223	Bober
83	1/23/24	1246	Bober
47	1/23/24	1246	Bober
85	1/25/24	1425	Bleys
[Same as Video Clip No. 85]	1/26/24	1507	Bleys
48	1/26/24	1516	Bober
49	1/26/24	1517	Bober
77	1/26/24	1519	Bober
50	1/30/24	1820	Weisser
51	1/30/24	1829	Weisser
52	1/30/24	1830	Weisser
54	1/30/24	1830	Weisser
53	1/30/24	1833	Weisser
55	1/30/24	1890	Weisser
56	1/30/24	1893	Weisser
58	1/30/24	1897	Weisser
59	1/30/24	1898	Weisser
60	1/30/24	1903	Weisser
61	1/31/24	1962	Weisser
63	1/31/24	1963	Weisser

Chanel, Inc. v. WGACA et al.

Case No. 1:18-cv-02253 (LLS) (SDNY)

Index of Deposition Video Clips Played During Trial – Phase I

Video Clip No.	Trial Tr. Date	Trial Tr. Page	Witness
64	1/31/24	1965	Weisser
65	1/31/24	1965	Weisser
67	1/31/24	1975	Weisser
68	1/31/24	1976	Weisser
69	1/31/24	1977	Weisser
71	1/31/24	1986	Weisser
73	1/31/24	1991	Weisser
74	1/31/24	2006	Weisser
76	1/31/24	2014	Weisser
78	2/2/24 [Closing]	2189	Bober
80	2/2/24 [Closing]	2190	Bober
81	2/2/24 [Closing]	2193 (1)	Bober
[Same as Video Clip No. 47]	2/2/24 [Closing]	2193 (2)	Bober
[Same as Video Clip No. 42]	2/2/24 [Closing]	2222	Bober

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
289:17 - 289:23	Shaughnessy, Devyn 2020-11-04 289:17 Q. And why would you -- why would 289:18 you sell that in retail but not online? 289:19 A. Because in our retail store 289:20 they can elaborate on something like that 289:21 whereas on our website it is harder to sell 289:22 items sometimes if they are missing a 289:23 strap.	00:00:17	Video_Clip_No.1
289:24 - 289:25	Shaughnessy, Devyn 2020-11-04 289:24 Q. And you could disclose that on 289:25 the website though, couldn't you?	00:00:03	Video_Clip_No.2
290:04 - 290:07	Shaughnessy, Devyn 2020-11-04 290:04 A. Even if we disclose it, it 290:05 still can deter a customer, so we would -- 290:06 we would just rather choose to sell it in 290:07 one of our stores.	00:00:10	Video_Clip_No.3
290:08 - 290:09	Shaughnessy, Devyn 2020-11-04 290:08 Q. And then you don't have to put 290:09 the disclosure on the website, correct?	00:00:04	Video_Clip_No.4
290:12 - 290:12	Shaughnessy, Devyn 2020-11-04 290:12 A. Yes.	00:00:01	Video_Clip_No.5
296:25 - 297:19	Shaughnessy, Devyn 2020-11-04 296:25 Q. So this e-mail refers to, the 297:01 SHAUGHNESSY 297:02 subject line is "Marque - Colorful Chanel 297:03 Classics." You state "Hi Paige and Ambria, 297:04 I did a breakdown on the Marque Chanel 297:05 bags. All styles appear to have some 297:06 refurbishing whether it be the hardware 297:07 replated/replaced or the painted logo. 297:08 Some pieces are more visible than others in 297:09 the extent of repairs they have undergone." 297:10 Then you ask "Should we keep or return some 297:11 or all of these pieces?" 297:12 What was the ultimate 297:13 conclusion as to whether WGACA returned 297:14 some or all of these Marque Chanel bags? 297:15 A. We did end up keeping them all. 297:16 Q. And I take it that you ended	00:01:06	Video_Clip_No.6

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	297:17 up -- that WGACA ended up selling them as 297:18 well? 297:19 A. Yes.		
315:20 - 315:23	Shaughnessy, Devyn 2020-11-04 315:20 Q. Have you ever seen any evidence 315:21 suggesting that the Corti bags were made by 315:22 an authorized Chanel factory? 315:23 A. No.	00:00:10	Video_Clip_No.7
314:03 - 314:18	Shaughnessy, Devyn 2020-11-04 314:03 Q. And there is no documentation 314:04 that would tell us what specifically you 314:05 looked at in connection with authenticating 314:06 that bag, right? 314:07 A. Correct. 314:08 Q. And there is nothing that would 314:09 tell us whether in fact you did 314:10 authenticate that bag, right? 314:11 A. Correct. 314:12 MR. KIDDI: You mean documents? 314:13 MR. PRICE: Yes, I'm sorry, 314:14 documents. 314:15 Q. And so anything else you recall 314:16 with regards to your authentication of that 314:17 bag? 314:18 A. No.	00:00:32	Video_Clip_No.8
42:13 - 42:22	Parker, Shannon 2020-12-07 42:13 Q. Okay. So how would you 42:14 describe WGACA's marketing or advertising 42:15 strategy when you were with the company? 42:16 A. When I first started there 42:17 really wasn't much of a strategy, to be 42:18 honest. And then in the beginning it was 42:19 just more so everyone had a say in 42:20 marketing and no real clear leader. It 42:21 was more so like too many chefs in the 42:22 kitchen, everyone had a say, pretty much.	00:00:36	Video_Clip_No.9
73:09 - 73:15	Parker, Shannon 2020-12-07 73:09 Q. And if you had to, you know, 73:10 to estimate, how often was Chanel	00:00:18	Video_Clip_No.10

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	73:11 featured in WGACA's social media posts as		
	73:12 opposed to other brands?		
	73:13 A. I would say it was		
	73:14 predominant. I can't give you a		
	73:15 percentage, but...		
73:09 - 73:22	Parker, Shannon 2020-12-07	00:00:44	Video_Clip_No.11
	73:09 Q. And if you had to, you know,		
	73:10 to estimate, how often was Chanel		
	73:11 featured in WGACA's social media posts as		
	73:12 opposed to other brands?		
	73:13 A. I would say it was		
	73:14 predominant. I can't give you a		
	73:15 percentage, but...		
	73:16 Q. Okay. And was there anyone		
	73:17 that made that decision that Chanel would		
	73:18 be predominant in the social media posts,		
	73:19 or was that just how it ended up		
	73:20 happening?		
	73:21 A. It's just how it ended up		
	73:22 happening.		
109:20 - 110:02	Parker, Shannon 2020-12-07	00:00:22	Video_Clip_No.12
	109:20 Q. Okay. Was there a, you know,		
	109:21 was there a practice that every		
	109:22 Chanel-related post, social media post		
	109:23 that WGACA would do would have that		
	109:24 WGACACHanel hashtag?		
	109:25 A. I think so, for a period of		
	110:01		
	110:02 time.		
118:10 - 118:16	Parker, Shannon 2020-12-07	00:00:21	Video_Clip_No.13
	118:10 Q. Okay. Is this something that		
	118:11 WGACA frequently did, include quotes from		
	118:12 Coco Chanel in connection with their		
	118:13 advertising?		
	118:14 A. I'm not sure. I know this		
	118:15 quote was used quite frequently. But I'm		
	118:16 not sure about the rest of her quotes.		
158:22 - 159:17	Parker, Shannon 2020-12-07	00:00:56	Video_Clip_No.14
	158:22 Q. Do you recall at any time that		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	158:23 you worked at WGACA, anyone ever		
	158:24 expressing any concern over the use of		
	158:25 the WGACACHanel hashtag?		
	159:01		
	159:02 A. Was there anyone at WGACA who		
	159:03 didn't necessarily agree with it?		
	159:04 Q. Yes.		
	159:05 A. I think so. I don't think		
	159:06 everyone was on board.		
	159:07 Q. And who at WGACA do you think		
	159:08 was not on board with the use of the		
	159:09 WGACACHanel hashtag?		
	159:10 A. I believe it was mostly just		
	159:11 Nicole and I, we like talked to each		
	159:12 other about it. But like never disclosed		
	159:13 that to anyone else. Just between us.		
	159:14 Q. And what did you and Nicole		
	159:15 discuss about that WGACACHanel hashtag?		
	159:16 A. That it just didn't make		
	159:17 sense, like, necessarily.		
19:16 - 19:21	Rubin, Paige 2020-11-10	00:00:20	Video_Clip_No.15
	19:16 Now, you said you had training with		
	19:17 regards to brand history.		
	19:18 Apart from that booklet, did you		
	19:19 receive any training from WGACA with regards to		
	19:20 brand history?		
	19:21 A. I don't recall. I don't believe so.		
23:03 - 23:05	Rubin, Paige 2020-11-10	00:00:08	Video_Clip_No.16
	23:03 Q. So there was nobody -- nobody gave		
	23:04 you instructions with regard to brand history?		
	23:05 A. I don't recall.		
24:22 - 24:24	Rubin, Paige 2020-11-10	00:00:06	Video_Clip_No.17
	24:22 Q. And did you have any involvement with		
	24:23 Chanel at Bloomingdale's?		
	24:24 A. No.		
34:18 - 34:25	Rubin, Paige 2020-11-10	00:00:56	Video_Clip_No.18
	34:18 Q. Does that make a difference whether		
	34:19 it has a serial number or not?		
	34:20 A. The customers strongly prefer bags		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	34:21 with serial numbers or at least with the presence		
	34:22 of a sticker. But I mean, real stickers can be		
	34:23 added to fake bags and kind of vice versa, so the		
	34:24 sticker would never be the only thing that		
	34:25 matters.		
45:21 - 46:08	Rubin, Paige 2020-11-10	00:00:28	Video_Clip_No.19
	45:21 Was someone in the receiving group		
	45:22 responsible for authentication?		
	45:23 A. No.		
	45:24 Q. There was no authentication by the		
	45:25 receiving group?		
	46:01		
	46:02 A. No.		
	46:03 Q. Okay.		
	46:04 Were there any authentication experts		
	46:05 in the receiving group?		
	46:06 A. No. We were interested in		
	46:07 authentication, but it was no one's responsibility		
	46:08 on that team.		
77:11 - 77:19	Rubin, Paige 2020-11-10	00:00:32	Video_Clip_No.20
	77:11 Q. Between Ms. Shaughnessy, Sun Li and		
	77:12 yourself, was there any differentiation of		
	77:13 responsibility as to what brands you would		
	77:14 authenticate?		
	77:15 A. Well, I didn't authenticate. I would		
	77:16 buy and then they would authenticate and it was		
	77:17 more Sun would authenticate the product in Japan		
	77:18 and Devyn would authenticate the product in the		
	77:19 United States.		
81:07 - 81:21	Rubin, Paige 2020-11-10	00:00:49	Video_Clip_No.21
	81:07 Q. Did you have any role in determining		
	81:08 whether an item should be offered for sale or not		
	81:09 to consumers?		
	81:10 A. That was the decision of the		
	81:11 authenticators.		
	81:12 Q. So the authenticators made that		
	81:13 decision?		
	81:14 A. Yes. It was their call.		
	81:15 Q. Were the authenticators ever		
	81:16 overruled by other people with regards to whether		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	81:17 or not to sell a particular item that might be of		
	81:18 possibly suspect quality or authenticity?		
	81:19 A. No. It was always the		
	81:20 authenticators' responsibility to make the final		
	81:21 call.		
80:06 - 80:19	Rubin, Paige 2020-11-10	00:00:55	Video_Clip_No.22
	80:06 Q. What's the process of authentication?		
	80:07 A. First and foremost, like visual and		
	80:08 touching. Does it feel like high quality? You		
	80:09 can even smell it and see if it smells like		
	80:10 plastic. Then looking at everywhere that the		
	80:11 brand name is stamped and either comparing it with		
	80:12 images of real items or with kind of your		
	80:13 understanding of what the -- it should look like.		
	80:14 That's kind of the general process. Then looking		
	80:15 at other very specific details, such as maybe		
	80:16 screws or stitches.		
	80:17 Q. Anything else?		
	80:18 A. That's all that I can think of at the		
	80:19 moment.		
98:02 - 99:03	Rubin, Paige 2020-11-10	00:01:31	Video_Clip_No.23
	98:02 A. All of the -- the process is the same		
	98:03 for every item: Carefully checking its font,		
	98:04 leveraging pictures of authentic items if need be.		
	98:05 Q. When you say leveraging, what do you		
	98:06 mean by that?		
	98:07 A. Searching for photos either from		
	98:08 Chanel's website or from reliable sources that		
	98:09 they can compare to the item in question.		
	98:10 Q. Okay.		
	98:11 So you go to Chanel's website and see		
	98:12 if there's anything on Chanel's website? Is that		
	98:13 what you mean by Chanel's website?		
	98:14 A. Yes.		
	98:15 Q. And then you said reliable sources.		
	98:16 Who are the reliable sources?		
	98:17 A. Different resellers with reputations		
	98:18 that we trust.		
	98:19 Q. Can you identify those resellers that		
	98:20 you consider reliable sources?		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	98:21 A. Well, even from these sources, you		
	98:22 can't take that alone. It would never be off of		
	98:23 one picture from one of these sources.		
	98:24 Q. Can you identify the reliable sources		
	98:25 that you're referring to?		
	99:01		
	99:02 A. I think an example of one is		
	99:03 Fashionphile.		
86:17 - 87:06	Rubin, Paige 2020-11-10	00:00:40	Video_Clip_No.26
	86:17 And my question was if you were		
	86:18 responsible for authentication, would you have		
	86:19 checked those numbers?		
	86:20 MR. KIDDI: Same objection.		
	86:21 Speculation.		
	86:22 Hypothetical.		
	86:23 A. As I told you, I did run the numbers		
	86:24 and I didn't find anything, so I don't -- as you		
	86:25 know, Chanel has several different serial		
	87:01		
	87:02 numbers -- and I mean thousands of them -- and it		
	87:03 was a list of maybe ten, so I don't know that it		
	87:04 would be as useful to devoting the time to very		
	87:05 specifically checking the visible details on the		
	87:06 bag.		
185:10 - 185:12	Rubin, Paige 2020-11-10	00:00:14	Video_Clip_No.28
	185:10 Q. Did WGACA ever buy retouched items		
	185:11 during your tenure at WGACA?		
	185:12 A. Yes.		
203:07 - 203:08	Rubin, Paige 2020-11-10	00:00:05	Video_Clip_No.29
	203:07 Q. What are the claims that are being		
	203:08 referred to in this email?		
203:11 - 203:22	Rubin, Paige 2020-11-10	00:00:31	Video_Clip_No.30
	203:11 A. As I described before, it was a		
	203:12 frequent circumstance that someone would have		
	203:13 amateurly authenticated their own bag and been		
	203:14 very upset, so if we had one on hand that would		
	203:15 more closely align to what they would expect and		
	203:16 they would desire their bag to look like and it		
	203:17 was the same style, we could send them a new one,		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	203:18 which is often what they preferred.		
	203:19 Q. Were these claims by consumers that		
	203:20 bags -- that they didn't believe the bags were		
	203:21 authentic?		
	203:22 A. Yes.		
166:21 - 167:12	Rubin, Paige 2020-11-10	00:00:44	Video_Clip_No.31
	166:21 Q. Did WGACA tell Christie's that this		
	166:22 particular item had been repaired?		
	166:23 A. I don't recall.		
	166:24 Q. Well, did you tell Christie's that		
	166:25 this item had been repaired?		
	167:01		
	167:02 A. I don't recall.		
	167:03 Q. Is that something you think you would		
	167:04 remember?		
	167:05 A. No, I really don't recall. This		
	167:06 auction was a lot of work and honestly, you know,		
	167:07 we spent hours on it.		
	167:08 Q. Well, this was in 2018 in September.		
	167:09 So it's not that long ago. You have no		
	167:10 recollection?		
	167:11 A. I don't remember in particular if		
	167:12 there were many items in this catalog.		
170:22 - 171:03	Rubin, Paige 2020-11-10	00:00:21	Video_Clip_No.32
	170:22 Q. But you didn't think it was important		
	170:23 to mention that this particular belt was repaired?		
	170:24 A. I think it was a very busy time and I		
	170:25 wasn't the one requesting the repair, so I don't		
	171:01		
	171:02 recall whether or not it was something that I		
	171:03 mentioned to them.		
261:06 - 262:20	Rubin, Paige 2020-11-10	00:01:50	Video_Clip_No.33
	261:06 Q. Ms. Solomon responded to your email		
	261:07 and asked that WGACA post photos of the		
	261:08 authentication card and serial number rather than		
	261:09 typing the serial number.		
	261:10 Do you see that?		
	261:11 A. Yes.		
	261:12 Q. She asked that you confirm -- you do		
	261:13 that in the future, correct?		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	261:14 A. Yes.		
	261:15 Q. And your response to that email was		
	261:16 what?		
	261:17 A. That we'd prefer not to do that.		
	261:18 Q. What's that?		
	261:19 A. That we would prefer not to do that.		
	261:20 Q. Why did WGACA prefer not to do that?		
	261:21 A. Because I consulted with Seth in		
	261:22 regards to the response and I was instructed to		
	261:23 reply that.		
	261:24 Q. And what did he instruct you to		
	261:25 reply?		
	262:01		
	262:02 A. He instructed me to reply it would be		
	262:03 too expensive to do this and that we would -- that		
	262:04 if they wanted us to provide them, then we would		
	262:05 say that Chanel had ensured the authenticity of		
	262:06 those items and that's the only condition under		
	262:07 which we would be willing to provide them.		
	262:08 Q. What was the -- did you do an		
	262:09 analysis of the cost of adding the shots?		
	262:10 A. No, not that I'm aware of.		
	262:11 Q. Okay.		
	262:12 Did Mr. Weisser do any analysis of		
	262:13 providing the additional shots?		
	262:14 A. Not that I'm aware of.		
	262:15 Q. So how did you know that the cost was		
	262:16 prohibitive?		
	262:17 A. I was told to reply that.		
	262:18 Q. That's what Mr. Weisser told you to		
	262:19 say?		
	262:20 A. Yes.		
269:08 - 269:12	Rubin, Paige 2020-11-10	00:00:29	Video_Clip_No.34
	269:08 What steps did you take to ensure		
	269:09 that no bag bearing serial number 17688191 would		
	269:10 be sold by WGACA?		
	269:11 A. I don't recall specific measures		
	269:12 related to that one serial number.		
245:19 - 245:24	Rubin, Paige 2020-11-10	00:00:17	Video_Clip_No.35
	245:19 Q. The one on the bottom, number 12, the		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	245:20 Chanel red lamb half flap mini, when was that		
	245:21 particular bag sold?		
	245:22 A. When was it what?		
	245:23 Q. Sold. I'm sorry.		
	245:24 A. February 12th of 2015.		
259:14 - 259:24	Rubin, Paige 2020-11-10	00:00:48	Video_Clip_No.36
	259:14 And the bag that has the SKU number		
	259:15 that you gave me, Q6B01Z1IR900, what bag is that?		
	259:16 A. The East West, as it's referred to.		
	259:17 Q. Right.		
	259:18 That's the same bag that's at 1013,		
	259:19 Exhibit 1013, correct?		
	259:20 A. Yes.		
	259:21 Q. When was that bag sold?		
	259:22 A. In July of 2015.		
	259:23 Q. Which is after your email, correct?		
	259:24 A. Yes.		
379:23 - 380:08	Bober, Frank 2021-02-03	00:00:31	Video_Clip_No.37
	379:23 Q. Okay. And so did WGACA do		
	379:24 anything to verify that Ms. Rubin's		
	379:25 explanation that she gave to Chanel about		
	380:01 F. BOBER		
	380:02 the typo in the serial number, whether that		
	380:03 was actually correct prior to her sending		
	380:04 the e-mail?		
	380:05 A. No, not that I know of. I		
	380:06 wasn't there, but my investigation doesn't		
	380:07 indicate that we did anything other than		
	380:08 have faith in her research.		
380:23 - 381:15	Bober, Frank 2021-02-03	00:00:50	Video_Clip_No.38
	380:23 Q. So just I'm going to ask you a		
	380:24 couple of questions regarding the headings		
	380:25 that are on the top of the chart.		
	381:01 F. BOBER		
	381:02 So if you look probably, I		
	381:03 haven't zoomed in, but it looks to be a		
	381:04 little bit more than halfway, or a little		
	381:05 bit to the right of the halfway mark of the		
	381:06 page, but there is a column entitled Final		
	381:07 Sold to Customer. Do you see that?		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	381:08 A. Yeah.		
	381:09 Q. And then there is a number of		
	381:10 names, you know, I see Fenwick, I see Ralph		
	381:11 Lauren, and some individual names. What		
	381:12 does that column represent? Is that the		
	381:13 individual or I guess sometimes entity to		
	381:14 which the item was sold?		
	381:15 A. I believe so, yes.		
382:20 - 383:02	Bober, Frank 2021-02-03	00:00:13	Video_Clip_No.39
	382:20 Q. Okay. And then the Sold Date,		
	382:21 that's the date that it was sold to that		
	382:22 individual, the next column?		
	382:23 A. Yes.		
	382:24 Q. And the Sold Price is the price		
	382:25 at which it was sold?		
	383:01 F. BOBER		
	383:02 A. Yes.		
381:16 - 382:19	Bober, Frank 2021-02-03	00:01:15	Video_Clip_No.40
	381:16 Q. And then the next column there		
	381:17 is the Final Sold Channel, and that would		
	381:18 reflect, you know, the channel which it was		
	381:19 sold. So if you look at, for instance, the		
	381:20 Fenwick, or Bop LLC, Shopbop, there is a		
	381:21 wholesale next to that, right?		
	381:22 A. Uh-huh.		
	381:23 Q. And that would signify it was		
	381:24 sold to Shopbop, and Shopbop is a wholesale		
	381:25 customer, right?		
	382:01 F. BOBER		
	382:02 A. Yup.		
	382:03 Q. And then if you look up above		
	382:04 the Shopbop there is a name Kaye Reed and		
	382:05 then that says HQ Soho, so that would		
	382:06 indicate --		
	382:07 A. Where are we? Which line are		
	382:08 you on?		
	382:09 Q. I'm sorry, it is the one above		
	382:10 the Shopbop, line 5.		
	382:11 A. Line 5, okay, yeah, I see it.		
	382:12 Q. And so you have an individual's		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	382:13 name there, it looks like Kaye Reed, and it		
	382:14 has it looks like an indication of the Soho		
	382:15 store. So would that to your knowledge		
	382:16 indicate that that bag was sold via retail		
	382:17 in the Soho location to the man or woman		
	382:18 that is listed there, Kaye Reed?		
	382:19 A. Yes.		
388:02 - 388:07	Bober, Frank 2021-02-03	00:00:20	Video_Clip_No.41
	388:02 Q. So the 828 bag, the typo was		
	388:03 from a bag that had already been sold by		
	388:04 WGACA at the time that the cease and desist		
	388:05 letter was received, right?		
	388:06 A. Yes, it was sold before that		
	388:07 letter.		
390:15 - 390:23	Bober, Frank 2021-02-03	00:00:29	Video_Clip_No.42
	390:15 Q. So is WGACA taking the position		
	390:16 in this lawsuit that it did not sell a bag		
	390:17 bearing Chanel serial number 17688191 on		
	390:18 July 29th, 2015?		
	390:19 A. Why would we take such a		
	390:20 position?		
	390:21 Q. I'm asking you.		
	390:22 A. Well, of course not. Obviously		
	390:23 we did sell it.		
394:20 - 394:23	Bober, Frank 2021-02-03	00:00:11	Video_Clip_No.43
	394:20 In what way would WGACA being		
	394:21 permitted to say that it partnered with		
	394:22 Chanel add value to either WGACA or its		
	394:23 customers?		
395:05 - 395:07	Bober, Frank 2021-02-03	00:00:09	Video_Clip_No.44
	395:05 Q. So WGACA saw value in being		
	395:06 able to associate itself with Chanel, at		
	395:07 least in respect to this e-mail, right?		
395:10 - 395:17	Bober, Frank 2021-02-03	00:00:26	Video_Clip_No.82
	395:10 A. I mean, I think what I just		
	395:11 said, they are a very famous brand, and if		
	395:12 they further endorsed us, that would be		
	395:13 helpful, and it would be value add, I think		
	395:14 her characterization is correct. It doesn't		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	395:15 have anything to do with the authenticity		
	395:16 of the product, but it would be added value		
	395:17 and our customers would like it.		
401:21 - 402:07	Bober, Frank 2021-02-03	00:00:27	Video_Clip_No.45
	401:21 Q. Okay. So I think we went over		
	401:22 this, but WGACA's cease and desist letter		
	401:23 that we looked at in Exhibit 112, that was		
	401:24 triggered by the serial number information		
	401:25 that WGACA had posted on its web that		
	402:01 F. BOBER		
	402:02 Chanel had seen and determined that there		
	402:03 was a counterfeit issue there, right? It		
	402:04 was the posting of the serial number that		
	402:05 triggered the cease and desist letter,		
	402:06 right?		
	402:07 A. Yes.		
402:25 - 403:04	Bober, Frank 2021-02-03	00:00:11	Video_Clip_No.46
	402:25 Q. Okay. And does WGACA still		
	403:01 F. BOBER		
	403:02 include the serial/date code information on		
	403:03 its website listings --		
	403:04 A. I don't think we do.		
293:07 - 293:09	Bober, Frank 2020-10-07	00:00:09	Video_Clip_No.83
	293:07 Q. Why did you stop using it?		
	293:08 A. Because we thought that that		
	293:09 was potentially confusing to the customer.		
518:10 - 518:19	Bober, Frank 2021-02-03	00:00:32	Video_Clip_No.47
	518:10 Q. What do you recall about the		
	518:11 discussions that you had with Mr. Weisser		
	518:12 about stopping using the WGACACHANEL		
	518:13 hashtag?		
	518:14 A. My recollection is that it		
	518:15 doesn't help us and it could just put us in		
	518:16 a position of potentially somehow conveying		
	518:17 association that we didn't have and didn't		
	518:18 want to have, and so we just felt it was		
	518:19 prudent to not use it.		
515:16 - 515:18	Bober, Frank 2021-02-03	00:00:08	Video_Clip_No.48
	515:16 Q. Would WGACA today refer to		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	515:17 products as WGACACHANEL products?		
	515:18 A. No.		
488:10 - 488:18	Bober, Frank 2021-02-03	00:00:34	Video_Clip_No.49
	488:10 Q. And then if you look at the		
	488:11 tenth page of the exhibit, you will see a		
	488:12 reference to "a sea of Chanel," you see		
	488:13 that?		
	488:14 A. Yeah.		
	488:15 Q. In that case it looks like the		
	488:16 "Chanel," it is italicized and it is in the		
	488:17 font that the What Goes Around Comes Around		
	488:18 name is in. Do you see that?		
488:21 - 489:19	Bober, Frank 2021-02-03	00:01:15	Video_Clip_No.84
	488:21 A. Is there a question?		
	488:22 Q. Yeah. Do you see that		
	488:23 italicized version of the Chanel name		
	488:24 there?		
	488:25 A. I see it.		
	489:01 F. BOBER		
	489:02 Q. Okay. So why were these		
	489:03 different stylizations of Chanel's name		
	489:04 used in WGACA's advertisements?		
	489:05 A. Well, I think that you'll see		
	489:06 that -- it will take me a second -- I think		
	489:07 that you'll see that that's the only one,		
	489:08 and I think that we probably wouldn't do		
	489:09 that any more, because that -- and we don't		
	489:10 do that. We don't change the mark.		
	489:11 Q. You did it in that instance		
	489:12 that I just pointed out?		
	489:13 A. It looks that way.		
	489:14 Q. Okay. And why don't you do it		
	489:15 anymore?		
	489:16 A. I think we don't want to fool		
	489:17 around with the logo of the company that		
	489:18 you're showing. I think that was probably		
	489:19 a mistake.		
492:14 - 492:18	Bober, Frank 2021-02-03	00:00:10	Video_Clip_No.77
	492:14 Q. And my question is do you know		
	492:15 why that was the case, why the Chanel name		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	492:16 was made larger than the What Goes Around		
	492:17 Comes Around name?		
	492:18 A. Just for sales.		
48:08 - 48:10	Weisser, Seth 2020-10-22	00:00:07	Video_Clip_No.50
	48:08 Q. Are you the highest paid person		
	48:09 in your company?		
	48:10 A. I am.		
72:14 - 72:15	Weisser, Seth 2020-10-22	00:00:03	Video_Clip_No.51
	72:14 Q. Is your company profitable?		
	72:15 A. Yes.		
148:02 - 148:05	Weisser, Seth 2020-10-22	00:00:08	Video_Clip_No.52
	148:02 Q. Is the public relations		
	148:03 department or group at your company		
	148:04 responsible for social media posts?		
	148:05 A. Yes.		
99:15 - 100:02	Weisser, Seth 2020-10-22	00:00:31	Video_Clip_No.53
	99:15 Q. Does your company take any		
	99:16 actions to clear content before it is		
	99:17 posted through e-mail solicitations or		
	99:18 posted on its website?		
	99:19 A. What type of actions?		
	99:20 Q. Get permission, get clearance,		
	99:21 model clearances, permission from owners of		
	99:22 the trademarks, owners of the copyrights,		
	99:23 owners of right of publicity.		
	99:24 A. I mean, no, unless we have, you		
	99:25 know, something that requires that, but we		
	100:01 WEISSER		
	100:02 really don't do that, so it's not needed.		
150:17 - 150:21	Weisser, Seth 2020-10-22	00:00:13	Video_Clip_No.54
	150:17 Q. And in 2017, who was		
	150:18 responsible for selecting or creating the		
	150:19 company's hashtags?		
	150:20 A. It looks like this woman		
	150:21 Shannon was handling this at the time.		
103:21 - 104:06	Weisser, Seth 2020-10-22	00:00:28	Video_Clip_No.55
	103:21 Q. Can you describe briefly for		
	103:22 me, what is a -- can you describe briefly		
	103:23 what you understand an internet influencer		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	103:24 to be?		
	103:25 A. I mean, right now it is someone		
	104:01 WEISSER		
	104:02 who has a following and people respond to		
	104:03 their suggestions or their style or their		
	104:04 food, you know, influence goes across every		
	104:05 medium, so it is someone who influences		
	104:06 people.		
158:11 - 158:14	Weisser, Seth 2020-10-22	00:00:11	Video_Clip_No.56
	158:11 Do you know how many internet		
	158:12 influencers were compensated with a Chanel		
	158:13 handbag by your company?		
	158:14 A. No.		
158:16 - 158:21	Weisser, Seth 2020-10-22	00:00:11	Video_Clip_No.57
	158:16 MS. PIETRINI: At any point.		
	158:17 A. No.		
	158:18 Q. The internet has only been		
	158:19 around for not all of your time, probably		
	158:20 not in the format since '93.		
	158:21 A. I still don't know.		
319:11 - 319:16	Weisser, Seth 2020-10-22	00:00:17	Video_Clip_No.58
	319:11 Q. Is it more beneficial for your		
	319:12 company to sell luxury brands to a retail		
	319:13 store that already has those luxury brands		
	319:14 in it, like, for example, fragrance and		
	319:15 beauty?		
	319:16 A. No.		
65:20 - 66:18	Weisser, Seth 2020-10-22	00:00:57	Video_Clip_No.59
	65:20 Q. Okay. I'm referring to		
	65:21 something that is more like separated,		
	65:22 cordoned off, if you will, that's probably		
	65:23 not the correct word, but where you have a		
	65:24 delineated space that's only your products.		
	65:25 A. Well, are you referring to		
	66:01 WEISSER		
	66:02 something like a true shop in shop?		
	66:03 Q. I don't know what that means,		
	66:04 sorry.		
	66:05 A. Well, Chanel has a cosmetic		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	66:06 counter in a store which is a dedicated		
	66:07 section to Chanel's cosmetics, that's a		
	66:08 shop in shop.		
	66:09 Q. Okay, yes, then I would be		
	66:10 referring to a shop in shop then. I'm		
	66:11 learning new words today. Thank you.		
	66:12 A. Good. I could give you a		
	66:13 retail education. I mean, we have sections		
	66:14 in a lot of places, but the majority of		
	66:15 them are just not with our brand on them.		
	66:16 So our biggest, you know, partner is		
	66:17 Dillard's, but the department doesn't say		
	66:18 What Goes Around Comes Around directly.		
70:21 - 70:23	Weisser, Seth 2020-10-22	00:00:05	Video_Clip_No.60
	70:21 Q. Would you estimate it to be		
	70:22 more than 50 percent?		
	70:23 A. No, it is not.		
27:08 - 27:14	Weisser, Seth 2020-10-22	00:00:15	Video_Clip_No.61
	27:08 Q. Have you heard the term		
	27:09 "provenance" used in your dealings with any		
	27:10 auction houses?		
	27:11 A. Yes.		
	27:12 Q. In your experience, is that		
	27:13 information -- is that important		
	27:14 information for the auction houses to know?		
27:17 - 27:23	Weisser, Seth 2020-10-22	00:00:14	Video_Clip_No.62
	27:17 A. I mean, auction houses should		
	27:18 know what they are selling to be able to		
	27:19 know the authenticity and origin of the		
	27:20 goods they are offering.		
	27:21 Q. And would you consider that to		
	27:22 be important information?		
	27:23 A. Yes.		
315:18 - 316:03	Weisser, Seth 2020-10-22	00:00:25	Video_Clip_No.63
	315:18 Did you provide -- did your		
	315:19 company provide any information about the		
	315:20 condition, provenance or authenticity of		
	315:21 the products that were being auctioned off		
	315:22 at the Christie's auction?		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	315:23 A. When requested, as best as we 315:24 could.		
	315:25 Q. Repeat that. I'm sorry.		
	316:01 WEISSER		
	316:02 A. When requested by Christie's, 316:03 as best as we could.		
318:16 - 318:20	Weisser, Seth 2020-10-22	00:00:13	Video_Clip_No.64
	318:16 Q. Did Christie's, before you 318:17 signed this contract, tell you that it was 318:18 waiving or didn't expect compliance with 318:19 certain provisions of the contract? 318:20 A. No.		
80:08 - 80:10	Weisser, Seth 2020-10-22	00:00:05	Video_Clip_No.65
	80:08 Q. Do you believe that your 80:09 company competes for sales with the Chanel 80:10 boutiques?		
80:13 - 80:15	Weisser, Seth 2020-10-22	00:00:06	Video_Clip_No.66
	80:13 A. I guess, you know, if somebody 80:14 wants to buy a Chanel or an alternative, so 80:15 yes, I guess we do compete with Chanel.		
254:03 - 254:10	Weisser, Seth 2020-10-22	00:00:22	Video_Clip_No.67
	254:03 How would you determine whether 254:04 products that are of the nature of tissue 254:05 boxes, mirrors, snow globes, promotional 254:06 items, whether they were intended for 254:07 resale by Chanel? 254:08 A. I don't really care if they 254:09 were intended for resale or not, that 254:10 doesn't matter to me.		
259:11 - 259:23	Weisser, Seth 2020-10-22	00:00:34	Video_Clip_No.68
	259:11 Q. You say gifted or 259:12 transferred. Is that your understanding of 259:13 promotional products, that they have been 259:14 gifted or transferred to someone from 259:15 Chanel? 259:16 A. I don't know how the 259:17 transaction is done. Obviously Chanel 259:18 offers gifts with purchase, so that would 259:19 be gifted. If an item was in a Chanel		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	259:20 reseller or retailer, and then it found its		
	259:21 way to the secondary market, I'm not sure		
	259:22 how it got into the secondary market, but		
	259:23 once it is, it's fair game.		
263:06 - 263:08	Weisser, Seth 2020-10-22	00:00:08	Video_Clip_No.69
	263:06 Q. And what is this company, is it		
	263:07 a person or a company, Hoi Ting Lee?		
	263:08 A. I'm not sure.		
263:20 - 263:23	Weisser, Seth 2020-10-22	00:00:07	Video_Clip_No.70
	263:20 Q. And this company, Hoi Ting Lee,		
	263:21 can you tell me, is it a person or a		
	263:22 company?		
	263:23 A. I said I don't know.		
177:25 - 178:04	Weisser, Seth 2020-10-22	00:00:06	Video_Clip_No.71
	177:25 Q. If the used car that you bought		
	178:01 WEISSER		
	178:02 had a new windshield put in it before you		
	178:03 bought it, would that have been something		
	178:04 you would have wanted to know?		
178:07 - 178:11	Weisser, Seth 2020-10-22	00:00:12	Video_Clip_No.72
	178:07 A. Again, you know, yes, I want to		
	178:08 know everything about anything I buy. It		
	178:09 doesn't matter what detail it is, when you		
	178:10 buy things you want to know the information		
	178:11 that you can obtain about the item.		
201:09 - 201:15	Weisser, Seth 2020-10-22	00:00:15	Video_Clip_No.73
	201:09 Q. And by on approval, what are		
	201:10 you referring to?		
	201:11 A. We have vendors who send us		
	201:12 boxes of stuff that we select that we don't		
	201:13 pay for until we inspect the goods and		
	201:14 approve the purchase. It is a typical		
	201:15 buying practice.		
269:22 - 269:24	Weisser, Seth 2020-10-22	00:00:05	Video_Clip_No.74
	269:22 Q. Do you believe that your		
	269:23 company's authentication process is		
	269:24 flawless?		
270:03 - 270:07	Weisser, Seth 2020-10-22	00:00:14	Video_Clip_No.75

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	270:03 A. I think we are pretty secure		Video_Clip_No.75
	270:04 that we haven't had any problems with it,		
	270:05 so flawless is a dangerous term to use, but		
	270:06 I would say we are comfortable that we are		
	270:07 secure with our process.		
294:08 - 294:12	Weisser, Seth 2020-10-22	00:00:15	Video_Clip_No.76
	294:08 Q. Do you believe that the theft		
	294:09 at Chanel's factory, the Corti Renato		
	294:10 factory in Italy, did not happen?		
	294:11 A. I believe it happened. It is		
	294:12 what the police report indicates.		
488:10 - 488:18	Bober, Frank 2021-02-03	00:00:34	Video_Clip_No.78
	488:10 Q. And then if you look at the		
	488:11 tenth page of the exhibit, you will see a		
	488:12 reference to "a sea of Chanel," you see		
	488:13 that?		
	488:14 A. Yeah.		
	488:15 Q. In that case it looks like the		
	488:16 "Chanel," it is italicized and it is in the		
	488:17 font that the What Goes Around Comes Around		
	488:18 name is in. Do you see that?		
488:22 - 489:19	Bober, Frank 2021-02-03	00:01:13	Video_Clip_No.79
	488:22 Q. Yeah. Do you see that		
	488:23 italicized version of the Chanel name		
	488:24 there?		
	488:25 A. I see it.		
	489:01 F. BOBER		
	489:02 Q. Okay. So why were these		
	489:03 different stylizations of Chanel's name		
	489:04 used in WGACA's advertisements?		
	489:05 A. Well, I think that you'll see		
	489:06 that -- it will take me a second -- I think		
	489:07 that you'll see that that's the only one,		
	489:08 and I think that we probably wouldn't do		
	489:09 that any more, because that -- and we don't		
	489:10 do that. We don't change the mark.		
	489:11 Q. You did it in that instance		
	489:12 that I just pointed out?		
	489:13 A. It looks that way.		
	489:14 Q. Okay. And why don't you do it		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	489:15 anymore?		
	489:16 A. I think we don't want to fool		
	489:17 around with the logo of the company that		
	489:18 you're showing. I think that was probably		
	489:19 a mistake.		
527:17 - 528:05	Bober, Frank 2021-02-03	00:00:42	Video_Clip_No.80
	527:17 Q. Would WGACA today still do		
	527:18 this, post these vintage advertisements to		
	527:19 its Pinterest page?		
	527:20 A. Probably not.		
	527:21 Q. And why not?		
	527:22 A. I just think that in light of		
	527:23 the litigation and the fact that it doesn't		
	527:24 necessarily help us to, you know, to		
	527:25 necessarily sell more product, it might		
	528:01 F. BOBER		
	528:02 drive traffic, it is just probably prudent,		
	528:03 we don't need to do it, and it is probably		
	528:04 prudent as the company grows up in this		
	528:05 arena that we don't need to do this.		
512:02 - 512:13	Bober, Frank 2021-02-03	00:00:23	Video_Clip_No.81
	512:02 Q. Is WGACA of the opinion		
	512:03 currently that it was a good idea to use		
	512:04 the WGACACHANEL hashtag?		
	512:05 A. Then or now?		
	512:06 Q. Now.		
	512:07 A. We don't think that's a good		
	512:08 idea.		
	512:09 Q. Why not?		
	512:10 A. Because we think that		
	512:11 there's -- there could be a perception of		
	512:12 an association that doesn't exist, and we		
	512:13 don't want to mislead our customers.		
72:07 - 72:15	Bleys, Jennifer 2021-01-21	00:00:46	Video_Clip_No.85
	72:07 Q. Ms. Bleys, you spent the morning talking		
	72:08 about this scenario with the 51 items, okay? Are		
	72:09 you aware if there are other items that fit this		
	72:10 pattern? This pattern being items that have a		
	72:11 serial number sticker in a Chanel bag and Chanel		
	72:12 has no record of that item ever being returned to		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
	72:13 Chanel for quality control. Are you aware of any		
	72:14 other instances other than the 51 that you made an		
	72:15 issue out of in this case?		
72:19 - 73:01	Bleys, Jennifer 2021-01-21	00:00:20	Video_Clip_No.86
	72:19 A. In the hypothetical that you just gave in		
	72:20 this exact scenario, I am at this time not aware of		
	72:21 other instances.		
	72:22 BY MR. DeCARLO:		
	72:23 Q. And you're not aware of any efforts that		
	72:24 Chanel has made to investigate whether there are		
	72:25 other instances; is that correct?		
	73:01 A. I'm not aware either way.		
73:04 - 73:08	Bleys, Jennifer 2021-01-21	00:00:16	Video_Clip_No.87
	73:04 Q. Can you help me understand this? It is		
	73:05 Chanel's view that, at least of these 51 and others		
	73:06 that would fit the same pattern, the factory stole		
	73:07 the items from Chanel. That's Chanel's view;		
	73:08 right?		
73:11 - 74:16	Bleys, Jennifer 2021-01-21	00:01:23	Video_Clip_No.88
	73:11 A. Not necessarily. In our view, these items		
	73:12 do not exist. We don't even know if there are		
	73:13 items at all.		
	73:14 BY MR. DeCARLO:		
	73:15 Q. You received records from WGACA that		
	73:16 showed WGACA sold the items with these numbers;		
	73:17 right?		
	73:18 A. Yes, they -- it appears they sold bags		
	73:19 with these numbers. That's right.		
	73:20 Q. And Chanel has in its records that those		
	73:21 serial numbers, indeed, have been created and		
	73:22 allotted by Chanel; right?		
	73:23 A. Right.		
	73:24 Q. Chanel even knows what factory the items		
	73:25 got sent to; right? I'm sorry, Chanel even knows		
	74:01 what factories the serial numbers got sent to;		
	74:02 right?		
	74:03 A. Right.		
	74:04 Q. Okay. What happened? What happened after		
	74:05 that?		
	74:06 A. I -- we honestly -- I mean, we don't know.		

Video_Clip_No

DESIGNATION	SOURCE	DURATION	ID
74:07	There is a couple of different scenarios that could		
74:08	have happened. Those serial numbers could have		
74:09	been stolen. They could have been stolen by a		
74:10	party that was not a factory -- by a third party,		
74:11	and then placed in counterfeit bags.		
74:12	And then the scenario that you just said		
74:13	where maybe the factory created bags and they were		
74:14	stolen, maybe the factory stole them. We don't		
74:15	know because they are not logged into our system,		
74:16	so we don't have any information.		

Appeal	00:37:42
TOTAL RUN TIME	00:37:42